



## SEATS ARE LIMITED

### SELF-CERTIFICATION OF 7(J) ELIGIBILITY REQUIRED

7(j) Eligibility includes firms that meet one or more of the following:

- (a) Certified 8(a)
- (b) Certified HUBZone
- (c) Owned by an Economically Disadvantaged Woman
- (d) Owned by a socially and economically disadvantaged individual whose firm may or may not be a participant in the 8(a) Business Development Program;
- (e) Located in a high unemployment or low income area, as defined in the U.S. Census Bureau's County and City Data Book and in the Poverty Guidelines issued by the U.S. Department of Health and Human Services (HHS);
- (f) Owned by a low-income individual, as defined under HHS Poverty Guidelines.

### Training is provided by Stover & Associates, Inc.

This activity is funded by the U.S. Small Business Administration (SBA) contract number SBAHQ-17-C-0030. SBA's funding is not an endorsement of the contractor or any products, opinions or services. All SBA Programs and services are extended to the public on a non-discriminatory basis. Reasonable **arrangement for persons with disabilities will be made if requested at least two weeks in advance.**

# On-Line Government Contracting Training May 2020

## How it works

Just like a class you'd attend in person, courses are taught by a live instructor on a scheduled day and time. The Web-enabled Instructor-Led training experience has much in common with the classroom equivalent. Students:

- Receive course materials in advance
- Participate in real time using a broadband connection
- Interact directly with the instructor and their peers

From your computer, you'll link to an instructor in a live, real-time, interactive learning experience. You'll become part of a virtual classroom where you can ask questions, seek guidance and participate in class discussions and interactive exercises.

- **Marketing to the Government Buyer**  
May 4, 2020  
1:00—4:00 pm EDT
- **Internet Tools to Generate Federal Business Opportunities**  
May 5, 2020  
1:00—4:00 pm EDT
- **Capture Management**  
May 6, 2020  
1:00—4:00 pm EDT
- **Contractor Teaming**  
May 6, 2020  
5:00—7:00 pm EDT
- **Tools for Construction Project Managers**  
May 7, 2020  
1:00—4:00 pm EDT
- **Federal Contracting Basics**  
May 11, 2020  
1:00—4:00 pm EDT
- **Understanding the Request for Proposal (RFPs)**  
May 12, 2020  
1:00—3:30 pm EDT
- **Developing Technical and Past Performance Proposals**  
May 13, 2020  
1:00—4:00 pm EDT
- **Developing the Cost Proposal**  
May 14, 2020  
1:00—4:00 pm EDT
- **Government Contract Types**  
May 18, 2020  
1:00—3:00 pm EDT
- **Federal Acquisition Regulation (FAR) Primer for Small Business**  
May 19, 2020  
1:00—5:00 pm EDT
- **Audits and Accounting Systems**  
May 19, 2020  
5:00 —8:00 pm EDT
- **How to Qualify for the GSA Schedule**  
May 20, 2020  
1:00—3:00 pm EDT

## For Course Details and to Register:

<http://sbaworkshops.stoverteam.com>

Workshop information: Phyllis Embree or Chris Strudthoff, [sbaworkshops@stoverteam.com](mailto:sbaworkshops@stoverteam.com)  
(770) 423-9888. To find your local SBA Office, visit: <http://business.usa.gov/>